

Benchmarking and Claims Trends: Why Is It Important to You and Your Underwriter?

**A Schinnerer Webinar
September 16, 2015**

Presented by:

**Mary Huzway
Vice President
Victor O. Schinnerer & Company, Inc.**

With

**Judy Mendoza
Senior Risk Management Consultant
Victor O. Schinnerer & Company, Inc.**

MARY HUZWAY

Mary Huzway is a Vice President with Victor O. Schinnerer & Company and currently underwrites in the National Accounts Division of the firm's Construction Industry Group. For more than 18 years she has underwritten for programs within the architects and engineers sector of the Construction Industry Group. Mary's career at Schinnerer began in the Small Firm Program. She moved quickly into the Middle Market Premier Program, and eventually began learning about the more complex large firm accounts in the National Accounts Division, where she has been underwriting for over 12 years.

Mary's experience working with design firms expands beyond the confines of underwriting. She has been the Schinnerer/ACEC underwriting liaison at the ACEC national level for over 15 years. She participates in the annual conventions and assists our Risk Management department as they support design firms in facing professional liability challenges and risks in the construction industry. Mary can be reached at Victor O. Schinnerer & Company, Inc. at 301-961-9818 or by e-mail at Mary.T.Huzway@schinnerer.com

JUDY MENDOZA

Judy Mendoza is a senior risk management consultant at Victor O. Schinnerer & Company's west coast regional office in San Francisco. She has more than 25 years of risk management experience, including service as a regional claims manager, managing the defense of professional liability claims against design professionals in ten western states. She has been with Schinnerer since 1997. She has been a presenter at the national conventions of The American Institute of Architects, National Society of Professional Engineers, and American Council of Engineering Companies, and sits on the risk management committees of various local engineers' and architects' organizations. She is a graduate of Vassar College. Judy can be reached at Victor O. Schinnerer & Company, Inc. in San Francisco at 415-743-8729 or by e-mail at Judy.L.Mendoza@schinnerer.com

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Agenda

- Firm Information
- Services
- Projects
- Risk Management

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Firm Information

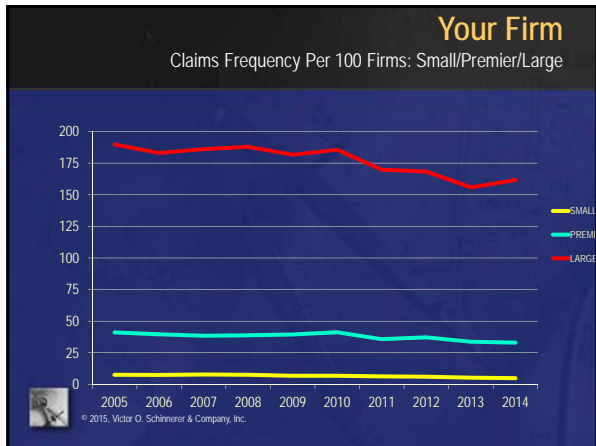
Size & Location

FIRM INFORMATION							
1. Principal Firm Name: <small>Please list all persons or entities for which you are seeking coverage and describe the relationship and ownership of each listed person or entity on a separate sheet. Please also list the addresses of all branch offices.</small>							
Address:				Contact Name:			
City:		State:		Zip:		County:	
Phone:		Contact Email:		Phone:		Fax:	
Website URL:							
<input type="checkbox"/> Partnership		<input type="checkbox"/> Sole Proprietorship		<input type="checkbox"/> PLLC		<input type="checkbox"/> Corporation	
<input type="checkbox"/> Professional Corporation		<input type="checkbox"/> Subchapter S Corporation		<input type="checkbox"/> Other Corporation			
Tax ID #				Year Firm Established:			
2. Indicate the numbers of licensed professionals in each category:							
		Architects	Engineers	Land Surveyors	Landscape Architects	All Others	Total
A.	Principals, Partners, Officers & Directors:						
B.	Number of All Employees that are:	Full Time	Part Time	Temporary	Leased		
C.	Total Number of Staff:						
D.	Number of professional or management staff or principals that left the firm in the last year:						

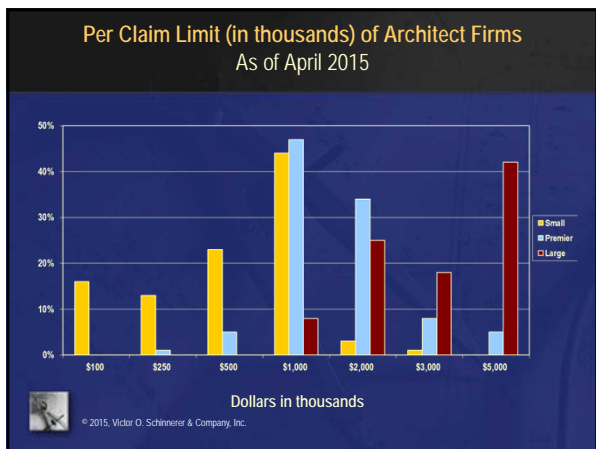
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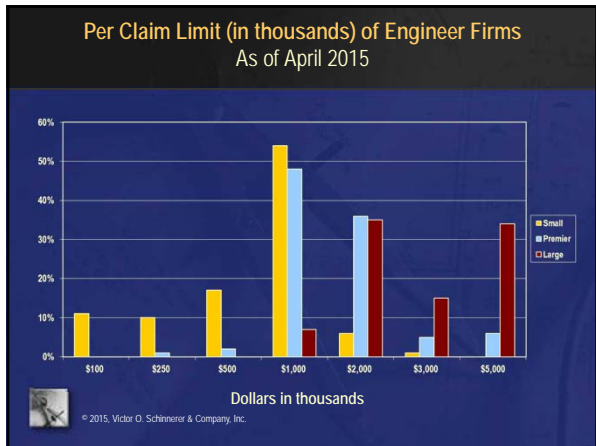


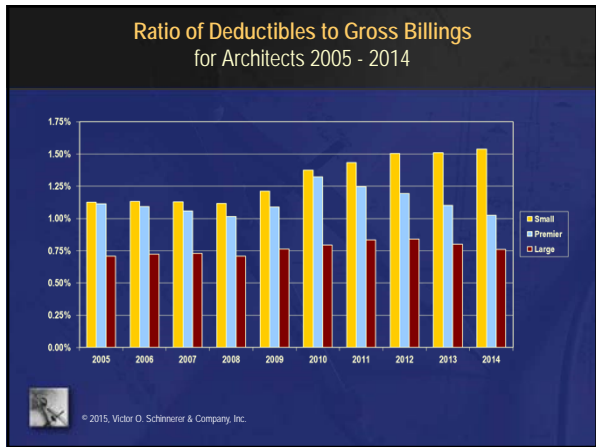


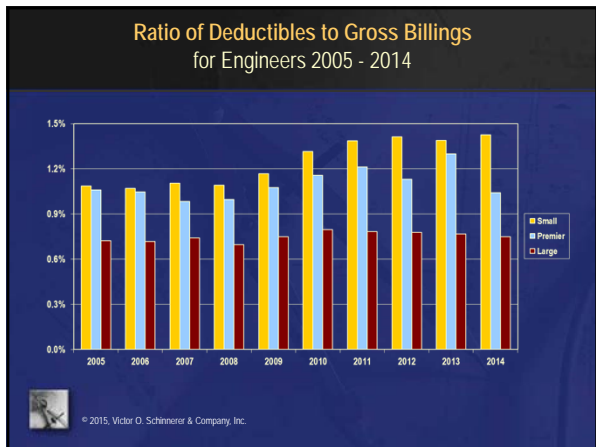


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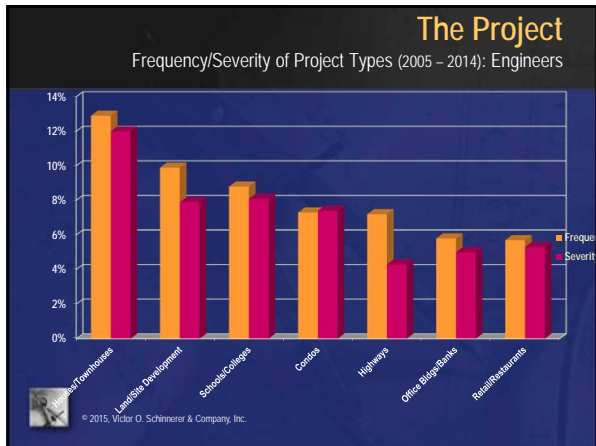






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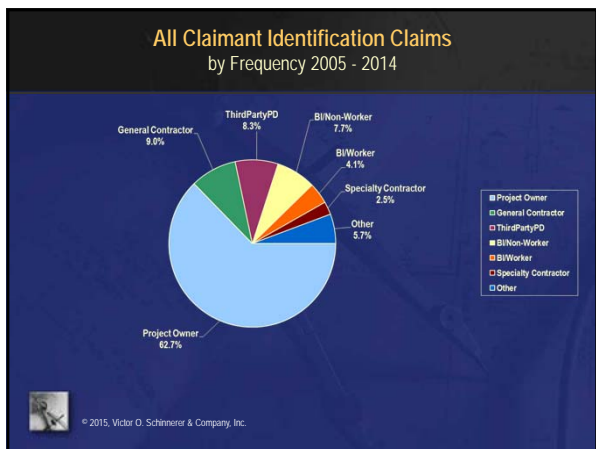
Risk Management

17.A. What percentage of your firm's project use a written contract?

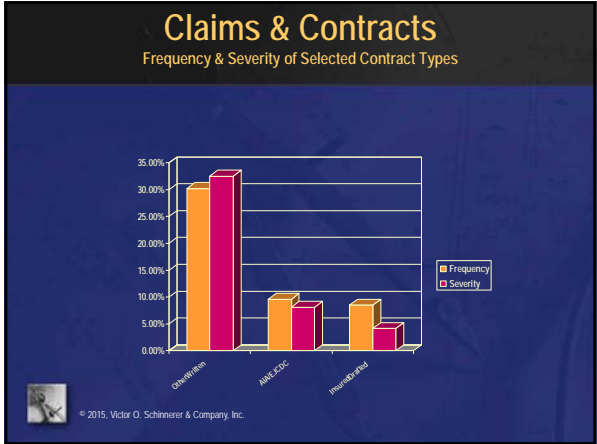
17.D. What percentage of your firm's professional services are rendered under AIA or EJCDC standard forms of agreement?

17.E If non-standard contracts or modified AIA or EJCDC contracts or "letter" agreements are used, are they reviewed by your firm's legal counsel for legal implications prior to signing?

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Risk Management

22.A. On what percentage of your projects with sub-consultants do you receive both a written agreement & insurance certificates evidencing general liability and professional liability coverages?

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- ### Online Resources
- www.Schinnerer.com/AERiskmanagement
- *From Risk to Profit: Benchmarking and Claims Studies*
 - Risk Management Matrix
 - Online Benchmarking Study
 - Library of Claims/Case Studies
 - *Managing Risk Through Contract Language*
 - The VEP
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www.Schinnerer.com/risk-mgmt/Pages/Claim-studies.aspx

Benchmarking & Claims Studies

Contractors Home
Environmental Consultants Home
Sign up for our on-line seminar capabilities

You can read about our history of support to the insurance industry and design professionals with our [History Lesson](#) booklet.

For new prospects, and those firms renewing their coverage with us, please visit our [Welcome Packet](#) for valuable information.

Sign up for our monthly Policyholder Risk Management Update. Available to current policyholders only.

Project & Firm Resources

- [White Paper Series](#)
- [International Practice](#)
- [Contract Review Tools](#)
- [Practice Management](#)
- [Management Assessments](#)
- [Benchmarking & Claims Studies](#)
- [Small Firm Risk Kit](#)

Resource Guides

- [Insurance Manual](#)
- [Calculators/Development Guide](#)
- [RM Sample Guide](#)
- [Insurance Risk Transfer Matrix](#)
- [Family Subsequent Booklet/Kit](#)
- [Electronic Insurance Form](#)

Articles

VEP

- [Showing Workers Available](#)
- [Contract Module](#)
- [CDE Available With All Study Modules](#)
- [Learn More](#)
- [Get Started](#)

Association Seminars

Latest Additions

- [Renewed Focus Risk to Risk Benchmarking Toolkit](#)
- [Renewed and/or Benchmarking Study](#)
- [Guidelines #1 2013](#)
- [Contractor Settlements #1 2013](#)
- [Facts and Figures from the 2014 AIAA](#)
- [Business Models in Increasingly Competitive Insurance Market](#)
- [Business Models in Increasingly Competitive Market](#)

Annual Meeting of Invited Attorneys

Industry and Association Resources

Top 6 Downloads

- [Estimating a Project](#)
- [Market Activity](#)
- [Structural Design Risk Management](#)
- [Risk Case](#)
- [RFP Module 1.1](#)
- [Insurance Program](#)
- [Subcontractor Claims Study](#)
- [Guide to Risk](#)

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50 + Claims Studies

- By Project Type
 - Schools, Hospitals, Correctional Facilities, Parking Garages; Retail
- By Discipline
 - Structural Eng; CM; Land Surveyor; Landscape Architect
- By Service Type
 - Construction Contract Admin; Feasibility Studies
- By Problem Area
 - Intellectual Property; Public Entity Clients

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QUESTIONS

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